

Message Text

UNCLASSIFIED

PAGE 01 STATE 127591
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/BEWT/TDAD/558/DDSTEIN:VAS
APPROVED BY EB/ITP/EWT:BSAMUEL
COM/BEWT/RFSTECHSCHULTE
COM/BEWT/HWHEISS
COM/BEWT/AJENKENS
EUR/EE/GTBOUTIN
EUR/EE/SFROMOWITZ
EUR/CE/JWARD
EUR/SOV/JCOLBERT

-----030647Z 047288 /21

R 022157Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY WARSAW
AMEMBASSY BERLIN
AMEMBASSY BUCHAREST
AMEMBASSY SOFIA
AMEMBASSY PRAGUE
AMEMBASSY BUDAPEST
AMEMBASSY MOSCOW
AMEMBASSY VIENNA
AMCONSUL LENINGRAD

UNCLAS STATE 127591

E.O. 11652: N/A

TAGS: ECON, ETRD, ECRE, EENT, US, XH

SUBJECT: BEWT STUDY OF ON-SITE PERSONNEL PROBLEMS OF U.S. ;
FIRMS IN EASTERN EUROPE AND THE U.S.S.R.

1. BUREAU OF EAST-WEST TRADE (BEWT) IS CURRENTLY ENGAGED
IN STUDY OF PROBLEMS FACED BY U.S. COMPANIES THAT SEND
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 127591

PERSONNEL TO ON-SITE LOCATIONS IN THE U.S.S.R. AND EASTERN
EUROPE. RESULTS WILL BE ANALYZED IN BEWT PUBLICATION ON
THE SUBJECT. COMMERCE ADVISORY COMMITTEE ON EAST-WEST
TRADE HAS ENDORSED STUDY AS A USEFUL PROJECT, AND BEWT
STAFFERS HAVE ALREADY CONDUCTED INTERVIEWS WITH SEVERAL
U.S. COMPANIES TO ELICIT THEIR EXPERIENCE IN THIS AREA.

2. BEWT WOULD LIKE TO GET POST INPUT ON THIS SUBJECT.
FOLLOWING IS LIST OF QUESTIONS DEVELOPED BY BEWT FOR USE IN
STUDY. BEWT WOULD APPRECIATE EMBASSY RESPONSES BASED ON
DISCUSSIONS WITH U.S. COMPANY REPRESENTATIVES AND/OR VISITS
BY EMBASSY PERSONNEL TO ACTUAL SITES. BEWT APPRECIATES
EXCELLENT REPORTING ALREADY RECEIVED FROM MOSCOW AND
LENINGRAD ON THIS SUBJECT CONTAINED IN LOU MOSCOW 6288, AND
LOU LENINGRAD A-13 AND OTHER TELEGRAMS FROM MOSCOW AND EE
POSTS.

3. BEGIN QUESTIONNAIRE.

WHAT WAS THE NATURE AND VALUE OF THE CONTRACT?
WHO WAS THE CONTRACTING PARTY ON THE EASTERN SIDE?
HOW MANY PEOPLE WERE SENT TO ON-SITE LOCATIONS, AND FOR
WHAT PERIOD OF TIME?
WHERE WERE THEY SENT?
WHAT FUNCTION DID THEY PERFORM (TESTING OR COMMISSIONING
OF EQUIPMENT, ASSISTANCE IN INSTALLATION, ETC.)?
WERE PROVISIONS ON PERSONNEL INCLUDED IN THE MAIN CONTRACT
OR WAS THERE A SEPARATE AGREEMENT ON TECHNICAL ASSISTANCE?
WERE THE CONTRACTUAL PROVISIONS GENERALLY ADEQUATE TO
DEAL WITH QUESTIONS RELATING TO PERSONNEL OR WOULD MORE
DETAIL HAVE BEEN PREFERABLE?
WAS A LOCAL LIAISON PERSON AVAILABLE (FULL-TIME OR ON AN
AD HOC BASIS) TO HANDLE U.S. PERSONNEL PROBLEMS AND
ARRANGEMENTS OTHER THAN THOSE CONNECTED WITH THE WORK
ITSELF (I.E., ACCOMMODATIONS, LEISURE ACTIVITIES)?
DID THE U.S. FIRM PROVIDE SUCH A PERSON CAPABLE OF SPEAK-
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 127591

ING THE LOCAL LANGUAGE?

4. ACCOMMODATIONS:

WERE CONTRACTUAL PROVISIONS COMPLIED WITH?
WHAT TYPE OF ACCOMMODATIONS WERE PROVIDED (HOTEL OR APART-
MENT, SINGLE OR DOUBLE ROOM, SEPARATE OR SHARED BATH)?
WERE THERE ANY PROBLEMS WITH HEAT IN WINTER OR AIRCONDI-
TIONING IN SUMMER?
WHAT KIND OF FURNISHINGS WERE PROVIDED BY THE HOSTS OR
COMPANY (TV, RADIO, APPLIANCES)?
WERE THE ACCOMMODATIONS LOCATED CLOSE TO THE WORK SITE?
IF NOT, WAS SUITABLE TRANSPORTATION PROVIDED FOR?

5. MEALS:

WAS A SPECIAL RESTAURANT, CAFETERIA, OR BAR SET UP IN THE
APARTMENT BUILDING OR HOTEL?
WERE THERE RESTAURANTS, CAFETERIAS, OR BARS CLOSE BY THE

ACCOMMODATIONS AND WORK SITE?

WERE PROVISIONS MADE FOR PREPARATION OF MEALS IN THE
APARTMENTS OR HOTEL ROOMS? IF SO, WERE SPECIAL
"COMMISSARIES" FOR FOREIGNERS AVAILABLE OR WERE THE LOCAL
SHOPS ADEQUATELY STOCKED WITH FOOD ITEMS?
WAS ANY PROVISION MADE FOR THE IMPORTATION OF FOREIGN FOOD
ITEMS? IF SO, WERE ANY CUSTOMS PROBLEMS ENCOUNTERED?

6. SALARY AND PER DIEM:

HOW WERE SALARIES PROVIDED FOR IN CONTRACT (LUMP SUM FOR
TECHNICAL ASSISTANCE, DAILY FEE, ETC.)?
HOW MUCH PER DIEM IN LOCAL CURRENCY WAS PROVIDED?
WAS THE PER DIEM ADEQUATE?
WERE U.S. PERSONNEL ABLE TO CONVERT ANY LEFTOVER LOCAL
CURRENCY INTO DOLLARS?
WHO WAS RESPONSIBLE FOR TRANSPORTATION COSTS AND ARRANGE-
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 127591

MENTS, BOTH INTERNATIONAL AND LOCAL (W/I THE COUNTRY)?
WERE ANY SPECIAL BANKING ARRANGEMENTS MADE, FOR EXAMPLE
SPECIAL HARD CURRENCY ACCOUNTS OR CHECK CASHING FACIL-
ITIES?

7. MEDICAL AND DENTAL CARE:

WAS THERE A PROVISION IN THE CONTRACT ON MEDICAL AND/OR
DENTAL CARE?
DID ANYONE ON-SITE HAVE OCCASION TO UTILIZE LOCAL MEDICAL
OR DENTAL SERVICES? IF SO, WHAT WAS THE EXPERIENCE?
WAS IT NECESSARY FOR ANYONE TO LEAVE THE COUNTRY FOR
MEDICAL TREATMENT OR EMERGENCIES? IF SO, WERE THERE ANY
DIFFICULTIES IN PROCURING EXIT VISAS?

8. LEISURE ACTIVITIES:

WERE THERE ANY PROVISIONS IN THE CONTRACT ON RECREATIONAL
OR CULTURAL ACTIVITIES?
WHAT KIND OF RECREATIONAL OR CULTURAL ACTIVITIES WERE
AVAILABLE (THEATER, MOVIES, SIGHTSEEING EXCURSIONS, ETC.)?
WAS THERE ANY SOCIALIZING WITH LOCALS, OUTSIDE OF
BUSINESS CONTACTS?

9. COMMUNICATIONS AND CUSTOMS:

HOW WERE BUSINESS COMMUNICATIONS MAINTAINED (PHONE, TELEX,
AGENT IN MOSCOW)?
WERE ANY SPECIAL COMMUNICATIONS ARRANGEMENTS MADE (TELEX,
SPECIAL LONG-DISTANCE PHONE LINES, ETC.)?
WERE THERE ANY PARTICULAR PROBLEMS IN REGARD TO COMMUNICA-

TIONS (DELAYS, NON-DELIVERY OF MAIL, ETC.)?
WERE ANY SPECIAL ARRANGEMENTS MADE FOR DUTY-FREE IMPORT OF
PERSONAL GOODS, AUTOMOBILES, OR FOOD STUFFS?
WERE THERE ANY PARTICULAR PROBLEMS IN REGARD TO CUSTOMS
(DELAYS IN CLEARANCES, UNUSUALLY HIGH DUTIES, ETC.)?
UNCLASSIFIED

UNCLASSIFIED

PAGE 05 STATE 127591

10. R AND R:

WHAT KIND OF ARRANGEMENTS WERE MADE FOR R AND R IN THE
CASE OF PERSONNEL ON LONG-TERM ASSIGNMENT?
WERE THESE ARRANGEMENTS SATISFACTORY?
WAS THERE A CONTRACT PROVISION OBLIGATING THE HOST TO
ASSIST IN VISA PROCUREMENT?
WERE THERE ANY PROBLEMS WITH VISAS ASSOCIATED WITH R AND
R?

11. WORKING CONDITIONS:

WHAT WERE THE CONTRACTUAL PROVISIONS PERTAINING TO WORKING
CONDITIONS (HOURS/WEEK, SAFETY REQUIREMENTS, FURNISHING OF
TOOLS, ETC.) AND THE UTILIZATION AND RESPONSIBILITIES OF
LOCAL WORKERS?
WHAT WERE CONDITIONS ACTUALLY LIKE?
WERE THE LOCAL TRAINEES OR TECHNICIANS SUITABLY QUALIFIED
AND COOPERATIVE?
WERE THERE ANY PARTICULAR PROBLEMS IN SUPERVISING INSTAL-
LATION OR COMMISSIONING OF EQUIPMENT?
WERE THERE ANY LANGUAGE PROBLEMS (WERE THE LOCALS ALL
ENGLISH-SPEAKING OR WERE COMPETENT INTERPRETERS PROVIDED)?
WHO PROVIDED THE INTERPRETERS (LOCAL AUTHORITIES, THE
MINISTRY INVOLVED, ETC.)?

12. TRAVEL:

WERE THERE ANY PROHIBITIONS ON TRAVEL, EITHER LOCALLY OR
WITHIN THE COUNTRY?
CONVERSELY, WAS PERMISSION GRANTED TO TRAVEL INTO AREAS
NORMALLY CLOSED TO FOREIGNERS, EITHER FOR PLEASURE OF JOB-
RELATED PURPOSES

13. OTHER:
UNCLASSIFIED

UNCLASSIFIED

PAGE 06 STATE 127591

WERE ANY PROVISIONS MADE FOR INSURANCE (LIABILITY, FIRE, ETC.)?

WERE THERE ANY OTHER PROBLEMS, EITHER ANTICIPATED OR UNANTICIPATED?

IS POST AWARE OF ANY LOCAL OR NATIONAL TAX LIABILITY INCURRED BY ON-SITE PERSONNEL OR BY COMPANY AS A RESULT OF OPERATION OF LOCAL OFFICE?

WHERE APPLICABLE, HAS IMPLEMENTATION OF DOUBLE TAX AGREEMENT HAD ANY NOTICEABLE IMPACT?

14. DEPENDENTS:

DID FAMILY MEMBERS ACCOMPANY U.S. PERSONNEL?

WERE THE ACCOMMODATIONS ADEQUATE FOR THE FAMILY GROUPS?

HOW DID ADULT DEPENDENTS OCCUPY THEMSELVES?

WERE ARRANGEMENTS MADE FOR NON-RESIDENT DEPENDENTS TO VISIT U.S. PERSONNEL ON SITE?

END QUESTIONNAIRE.

15. WHILE STUDY IS AIMED PRIMARILY AT ON-SITE LOCATIONS, BEWT IS ALSO INTERESTED IN PROBLEMS FACED BY U.S. COMPANIES OPENING OFFICES IN CAPITAL CITIES OF THESE COUNTRIES. WE ARE, OF COURSE, GRATEFUL FOR MOSCOW'S CONTINUED EXCELLENT REPORTING IN THIS AREA, ESPECIALLY MOST RECENT INFORMATION PROVIDED FOR UPCOMING COMMERCIAL COMMISSION MEETING. ANY RESPONSES BASED ON ABOVE QUESTIONNAIRE WOULD BE APPRECIATED REFERENCES TO PREVIOUS REPORTS ON REQUESTED INFORMATION ARE ALSO WELCOME. VANCE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PERSONNEL, BUSINESS FIRMS, STUDYS
Control Number: n/a
Copy: SINGLE
Sent Date: 02-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE127591
Document Source: CORE
Document Unique ID: 00
Drafter: VAS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770197-1331
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770696/aaaadfz.tel
Line Count: 253
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: feeb4086-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 18-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2297069
Secure: OPEN
Status: NATIVE
Subject: BEWT STUDY OF ON-SITE PERSONNEL PROBLEMS OF U.S. ; FIRMS IN EASTERN EUROPE AND THE U.S.S.R.
TAGS: ECON, ETRD, ECRE, EEWT, US, XH
To: WARSAW BERLIN MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/feeb4086-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009